**Service/Product Provider**  
**Wheatstone Energy**  
1975 The Exchange, Ste. 320  
Atlanta, GA 30339  
Business: Lighting, Electrical, HVAC  
James B. Dore, Director, Sales and Marketing  
Phone: 770-916-7107  
Email: jim.dore@wheatstoneenergy.com

**Industrial Partner**  
**Frito-Lay**  
7701 Legacy Dr.  
Plano, TX 75024  
Business: Snack Foods  
Rob Schasel, Director, Energy & Utilities  
Phone: 972-334-5567  
Email: robert.d.schasel@fritolay.com

Frito-Lay leverages its energy effort by partnering with Wheatstone Energy to identify and implement lighting improvements resulting in savings of $2.2 million.

**Project Scope**  
Wheatstone provided turnkey services in upgrading the lighting systems at 96 distribution centers and 16 snack food production plants across North America.

**Project Summary**  
In addressing lighting retrofits and lighting control strategies, Wheatstone’s turnkey services included assessments, design, economic justification, procurement, implementation, and benefit verification.

- **Energy Savings**  
  $2.2 million in energy savings
- **Investment**  
  $6.8 million investment since 2000
- **Financial Return**  
  3.1 years payback for energy savings only
- **Other Benefits**  
  Reduced environmental impact: $750,000 in maintenance costs reductions, improved lighting quality in facilities

**Monitoring & Verifying Energy Savings**  
Energy savings were verified using ASHRAE methodology to determine pre and post wattage, usage, and cost. A “beta” site was designed and built to verify the energy savings before changes were implemented system-wide.

**Distinguishing Value**  
Wheatstone’s professional and comprehensive services enabled Frito-Lay to pursue these energy initiatives and realize energy savings while expending minimal internal effort. By implementing changes throughout their facilities, Frito-Lay was able to attain reductions in capital investment. Frito-Lay is looking to expand Wheatstone’s role in their energy management by having them perform similar turnkey services for HVAC.